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ESTABLISHED IN 1950 HENRY & JAMES IS ONE OF LONDON'S FINEST INDEPENDENT ESTATE AGENCIES



NEWSLETTER, JULY 2017

We have an action-packed newsletter coming up. This month, James Bailey explains why now is the right time to buy in London. Our Meet the Neighbours star Matthew Wright talks about his love of London and the funniest guests on his TV programme. We look at how to land the best mortgage and we launch our Grape Escape Guide on Belgravia's best wine bars.

It's all included in our July newsletter full of ideas and insights to keep you ahead of the London property market.



LATEST NEWS



WHY NOW IS THE RIGHT TIME TO BUY IN LONDON

It has been an interesting twelve-months for the prime central London property market. House prices in the capital are generally down by 1.5% in a year, the biggest fall in eight years, due partly to the increases in stamp duty. Some buyers are taking a "wait and see" strategy, but now could be the right time to buy in London. There are definite signs that the market may have bottomed out.

[THE GRAPE ESCAPE: BELGRAVIA'S](#)

As an August heatwave is forecast, now is the time to don your rose-tinted spectacles and enjoy a glass of refreshing rosé. Anticipating a flurry of interest in the delicate, blush-tinted wines, the UK's first Rosé Festival took place this



[BEST WINE BARS](#)

month at the Geffrye Museum. If that tickles you pink, you might be interested in living near one of Belgravia's best wine bars.



[MEET THE NEIGHBOURS: MATTHEW WRIGHT, TV PRESENTER](#)

He is best known for his witty banter on his daytime panel show, *The Wright Stuff*. But less known for his passion for the Sixties, music and walks in Regent's Park. Here, the TV presenter talks about his favourite guests, love of London and lots more.



[10 TOP TIPS TO LAND THE BEST MORTGAGE DEAL](#)

Landing the perfect mortgage may not have quite the same emotional buzz as finding the perfect property. But the right mortgage deal will save you money – possibly quite a bit of money – every day you live in your new home. So why just sign up with the first lender you find. Here are ten tips to get the best mortgage deal.



[LIVE AND LET'S DINE](#)

If you love the buzz of the city, enjoy eating out and want evening entertainment on tap, you need a property at the beating heart of the city. Here are our top picks where you will find live music and fine dining on your doorstep. Upstage the neighbours with a home near London's best summer venues. You will find properties both for sale and to let across Belgravia, Kensington and Chelsea.



[SUMMER MARKET WATCH: GENERAL ELECTION 2017](#)

"As the dust settles after the election, we are confident that the London property market will find its feet again soon. We have certainly observed signs of returning confidence all spring and look forward to more of the same in the summer months. "Whether Theresa May remains in 10 Downing Street is yet to be seen, but an important piece of the political jigsaw puzzle has been slotted into place," says James Bailey, Chief Executive of Henry & James. "The rental market is solid and, on the sales side, the buyers are certainly out there. Years of building contacts in the UK and around the globe is the key to our success. I remain optimistic that there will be greater stability in the London property market over the coming months."

[PROPERTY OF](#)

It must be one of our best located homes on the market. In one



THE MONTH: TRENDY AND TIMELESS IN BELGRAVIA

direction, you have the King's Road, The Saatchi Gallery and Eaton Square. In the other, you have Harvey Nichols, Harrods and Belgrave Square. July's property of the month is a two-bedroom apartment (£3.5m) in an attractive cream stucco building in the heart of Belgravia. It has both space and grace, with high ceilings, chic chandeliers and original window shutters. The property in Upper Belgrave Street, SW1X, would make a perfect pad in an ultra-fashionable postcode. It is now awaiting a new owner to be succumbed by its good looks. [Take a tour.](#)



LONDON HOUSE PRICES: INVESTORS RETURN TO THE MARKET

"The strongest section of the market is priced between £1-3m, while the top end (£20-£30m) is quietening down over the summer period," explains James Bailey, Chief Executive of Henry & James. "More and more of our colleagues across the estate agency world are telling us about the number of sales that are taking place. One mews house recently sold within a week. "For now the strongest interest is coming from investors and owner-occupiers. But there will be an uplift of interest towards the third and fourth quarter of the year. Many people will return from their holidays and re-enter the market. Although stability is not here yet, it does mean that there are opportunities for discounted prices."



CONFESSIONS OF AN ESTATE AGENT

"We closed the office early this month to be trained as first aiders," says James Bailey. "A sign was displayed on the door, explaining that we would open tomorrow, business as usual. Everything was set. Our trainer ran us through the vital steps to take in a medical emergency. The team went into action, practising the various techniques. "Then suddenly, there was a surprised face looking through the door. One client did not see the sign and spotted a member of staff on the floor, giving mouth-to-mouth to Annie, the CPR training mannequin. He promptly walked away, so we chased him along the road to explain. Judging by the look on his face, it was a day that he will never forget. And we won't forget our new life-saving techniques, either."



PROPERTY MANAGEMENT TIP: INVEST IN THE BEST

"Many tenants have a list of requests when they move into their new homes. It might be anything from replacing a tired washing machine to upgrading the dishwasher." Says Matthew Scott, Property Manager of Henry & James. "My advice is to invest in the best, whether it is the best appliances, white goods, engineered wood floors or a good quality carpet that should last up to 10 years.

"Remember, penny-wise is often pound-foolish. Savvy landlords set aside 10 per cent of their rent each year for future improvements, then if the money is not used, it can be put into a sinking fund."

- **Contact the Henry & James Property Management team on Tel: 020 7581 5011 or email: propertymanagement@henryandjames.co.uk**



STEVE COOK ON HIS PROMOTION TO HEAD OF LETTINGS & MANAGEMENT

“I am delighted to take on the new role as Head of Lettings and Management at Henry & James. This is owed mostly to the high performing team and support we give each other. I am also very excited to combine the lettings and property management departments as one team. My mission is to become the go-to agent for lettings and property management across Chelsea and Belgravia. Our experience, expertise and consistency count for a lot in the local area. Now it’s my job to drive this forwards for Henry & James.”

FEATURED PROPERTIES

SEARCH FOR PROPERTIES

 List view

 Thumb view

 Map view

[South Eaton Place SW1W](#)

[£1,695 P/W](#)



[Eaton Place SW1X](#)

[£1,100 P/W](#)



[Prince of Wales Terrace W8](#)

[£795 P/W](#)



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